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# The Times



# Dispatch

Financial,  
Manufacturing,  
Real Estate

THE DISPATCH FOUNDED 1884  
THE TIMES FOUNDED 1884

RICHMOND, VA., SUNDAY, OCTOBER 27, 1912.

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## REAL ESTATE AND BUILDING NEWS

Rather Dull Week, With  
Two Large Transactions  
Brought From String.

## INCREASED VALUES ON MAIN STREET

Figures for Hanewinkel Building of Few Years Ago and Those of To-Day Compared. Glen Allen Coming Town. Activity in the Suburbs.

Just why dullness has prevailed in the real estate world of Richmond for the past week nobody seems to be able to tell. The simple fact is that it has been thus. Indeed, it has been very dull. Comparatively few sales of realty were made, and the most of them were on the small order, all, in fact, except the two large sales, one of the Hanewinkel Building, and the other of the Cussons Glen Allen property, both of which have been told about in the local columns of yesterday. These deals were practically made previous to the past week, and only dropped off the bush in full fruitage two days ago.

The sale of the Hanewinkel Building, at Ninth and Main Streets, to Jonathan Bryson and associates for \$258,000 is notable from the fact that it gives one an idea of low property in the skyscraper section has advanced in value within the past few years. Less than ten years ago, John L. Williams & Co. bought the corner of fifty-two feet, and the building as it then stood on it, for \$70,000. It has changed hands twice since then, but at what figures I know not. It is true that the building was greatly improved when it was made into a banking house, and considerable money spent on it to make the street floor suitable for bank purposes, but even including these improvements \$258,000 is a tremendous advance on \$70,000 in that length of time, and then besides, the new purchasers were hardly considering the cost of the building in the transaction, for it is more than likely that in time the structure will be torn down to make room for another skyscraper, although so far as known, no definite idea looking to such improvement has yet been formed.

Glen Allen to Be Select Town. No one outside of a select few on the inner circles yet known who compose the syndicate that has purchased the Cussons property at Glen Allen, eight miles from Richmond, but those who do know about it do not hesitate to vouchsafe the information that it is the intention of the syndicate to proceed at once to develop the thousand acres they are to pay \$125,000 for and make an up-to-date model residence town of Glen Allen.

Yes, with the exception of these two large sales business was rather dull in the real estate circles last week. One agent explained the matter in this way. Said he: "Very often, especially if money is a little tight, and it always is at this season in a good crop year, real estate buyers will make any kind of an excuse to postpone for a few days, or even a week or so, deals and trades that they have had hung on the string and in an ordinary time would close up in a jiffy. Now, we all know that the pending political campaign and the election that is to come off in ten days have had no effect on business of any kind, and yet I know of not less than a dozen real estate deals, some of them of large dimensions, that are still hanging on the string in response to the demand on the part of interested parties that they must wait until after the election. The election has nothing to do with it. More likely it is the tightness in the money market, and so when the crops have been moved and the money that has been sent out of the Richmond banks to help move them begins to flow back into the banks, all the deals will be taken out of the uncertainty stage and closed up, and others of like importance will be set in motion. I do not look for lively business until after the election, and after the crop-moving money begins to flow back, and all of that will be in about three weeks." Thus spoke a well informed man who knows all the turns and all the tricks of the trade, if there be any such things as tricks in the real estate business.

Agents Don't Talk to Dull Times. Very few of the agents were willing to give any particulars of the comparatively few transactions that got into the final stages. They do not like to go into particulars when the sales total so small. Robinson & Phillips pulled off four deals that had been hanging on the string for some time, and these totaled \$25,000. The property sold consisted of a Ninth Street house and lot, four flats on Baker Street, the house and lot 609 North Tenth Street, and two houses on Chaffin Street.

Ruppert & Schwab brought a whole bunch of long-standing string-langers to fruition. Among these was 150 feet of vacant ground on Stuart Avenue, which was sold for \$12,500, a house and lot at Cary and Harrison Streets for \$5,000, a home on Harrison Street for \$1,500, three houses on West Cary for \$1,500, some other smaller properties within the city limits, and 215 feet of vacant ground in Glinter Park for \$5,000.

Some Activity in the Suburbs. The charming autumn weather has been taken advantage of by very many prospective buyers of suburban homes to motor out to the places of beauty to look and to dicker with the agents. I heard that a good many sales were made in the suburbs, and that a number of options were agreed upon, but it is impossible to worm out of the agents any particulars. Sales were made in Westham and Westhampton and away out to Bee Air. Some very



RICHMOND'S EXCHANGE FIFTEEN YEARS AGO; ONE SWITCHBOARD.



"HELLO" GIRLS' REST ROOM IN THE EXCHANGE.

## VIEWS AND NEAR VIEWS; HINTS AND SUGGESTIONS

Demonstration Work in a Nutshell—Virginia's Big Contributions—Home Grown Trees. Boosting in Pittsylvania—Rich Lands All Over Virginia—Hints to the Chamber—Several Suggestions.

BY FRANK S. WOODSON,  
Industrial Editor.

This column is open to contributors who have something to say of a suggestive nature, and who are willing to make hints and suggestions looking to the better development of the good old State of Virginia, West Virginia and North Carolina, and who can back their suggestions down in any case to some 150 to 200 words. Such communications, addressed to the Industrial Editor, will receive prompt attention.

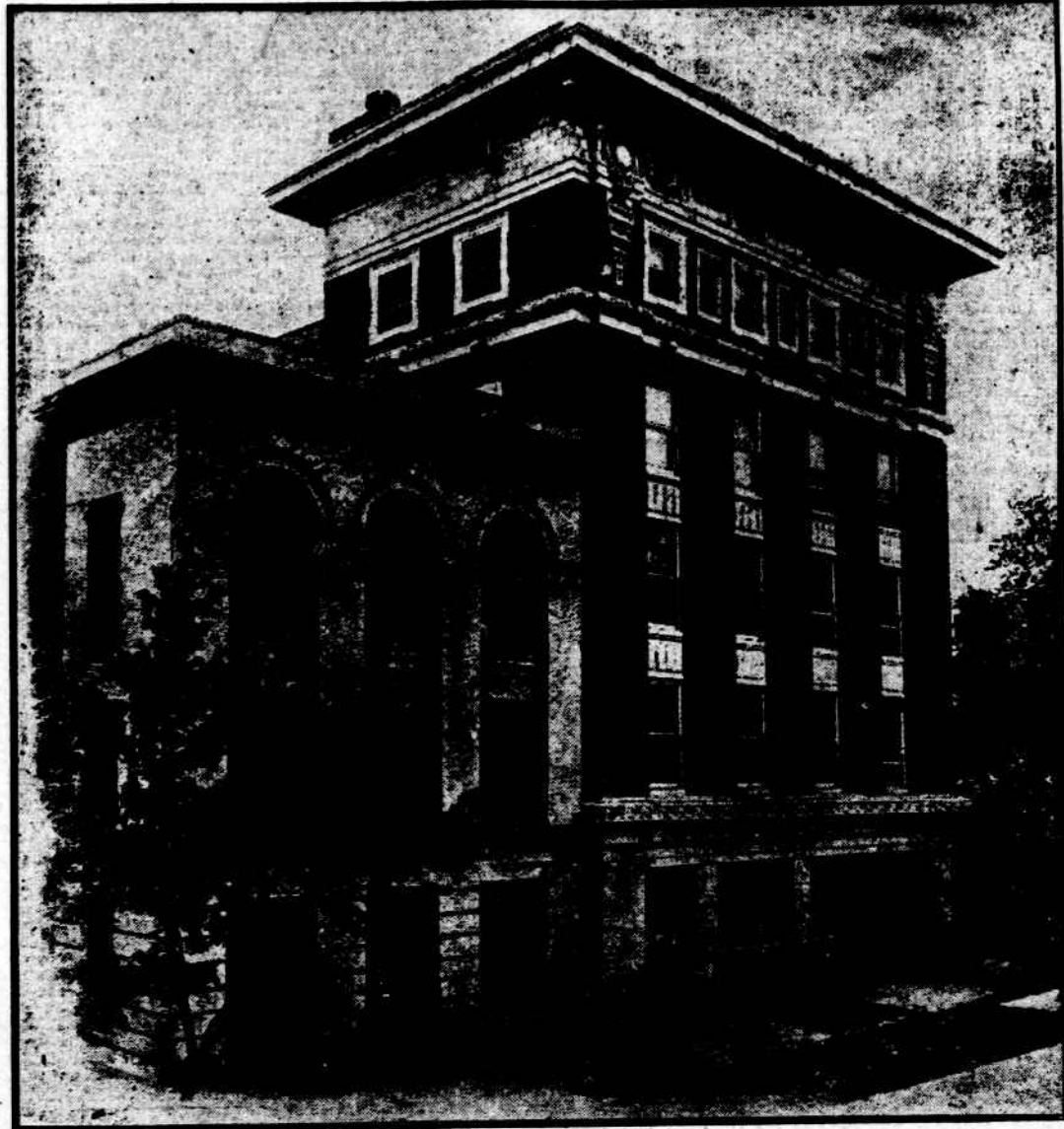
### Methods of Demonstration Work in Virginia.

Governor Mann has written a letter for publication in out-of-State agricultural papers setting forth the advantages of Virginia and the inducements it offers to people seeking a new home in a good climate and a country that is good to make a living in and to accumulate money. Among other things in this letter by the Governor there is an explanation in a nutshell of the farm demonstration work that we hear so much about. Every farmer in the State ought to cut it out and keep it for ready reference. Here it is: "Under a bill prepared by the present Governor of the State and passed by the Legislature of 1910, the counties, State and United States Departments of Agriculture are working together for the introduction of scientific methods of agriculture by what is known as demonstration work; that is, we not only tell our farmers how to do, but we show them what to do and how to do it."

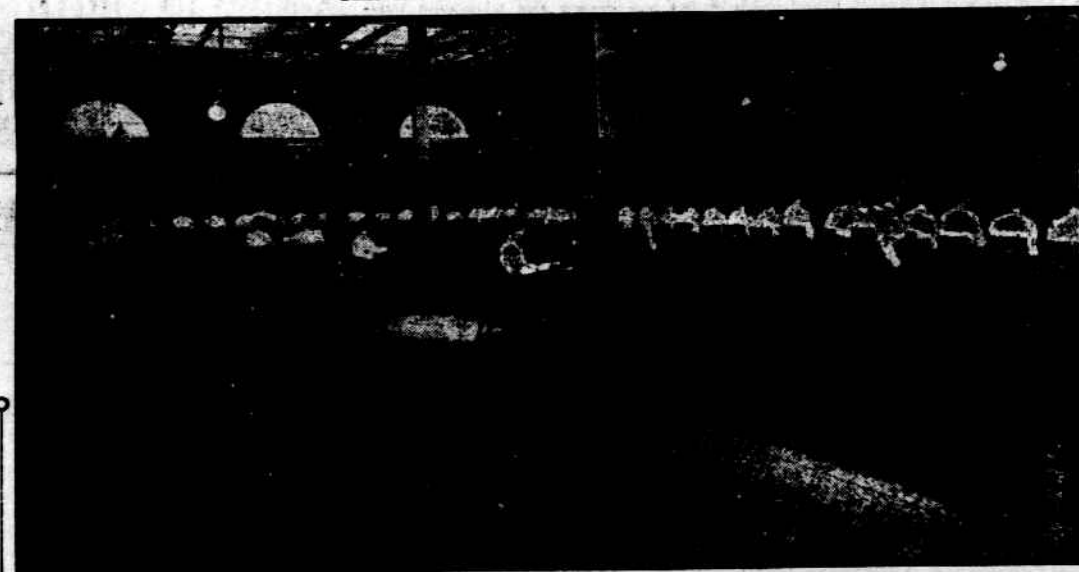
"We now have demonstrators in forty-three of our 100 counties, and expect next year to have them in fifty or sixty counties. The Boy's Corn Clubs are under the direction of these demonstrators, and are used in demonstration work to overcome the conservatism of our farmers, who are as intelligent as any other class of our citizens but slow to change methods which have come down to them through generations of honored ancestors."

"To show the working of our system: If a farmer wishes to know anything about his land, the proper method of cultivation, the crops most likely to be grown profitably, or about his fruit trees, or stock, he drops a card to the demonstrator for his county. The demonstrator goes to see him and gives him the information desired, if within his knowledge, but if not,

## GROWTH OF RICHMOND TELEPHONE BUSINESS



THE RICHMOND TELEPHONE EXCHANGE.



ONE-HALF OF THE "MADISON" SWITCHBOARD OF TO-DAY.

## NORTHERN MONEY MOVING TO SOUTH

New Industries Being Projected  
All Over Dixie Backed by  
Outside Capital.

### IMMENSE POWER ON KANAWHA

Philadelphia, New York and  
Ohio Capitalists Investing in  
Various Ways and Places.

[Special to The Times-Dispatch.]

Baltimore, October 26.—Among the many Southern industrial and other developmental enterprises reported in this week's issue of the Manufacturers' Record are the following: Virginia Power Company, Charleston, W. Va., recently reported incorporated in 1909, is capitalized at \$25,000,000, and is being financed in New York; it will construct an auxiliary steam power station on Great Kanawha River, at the coal mines, twelve miles from Charleston, to develop 15,000 kilowatts. It's further plans provide for building for furnishing electricity throughout the Kanawha and New River district to coal operators, it being estimated that more than 100,000 horsepower is required; company has begun constructing a 1,400 by 125-foot dam at Bull Shoal, where 100,000 kilowatts are available, and will develop three other waterpowers; these three are at Bluestone with 125,000 kilowatts available and Gauley Junction with 20,000 kilowatts available; construction has begun at Cabin Creek and Roll Shoal. Charles O. Leitz, of New York, is the company's chief engineer. Louisiana Inter-State Mineral Company, Laurel, Miss., recently incorporated with \$2,000,000 capital stock, has organized to develop 15,000 acres of land in Smith and Jasper Counties; will mine marl, limestone, etc., quarry bluestone, manufacture fertilizer, own street hydroelectric plant developing 10,000 horsepower, build railway connecting Natchez and Meridian, etc. The Edwin H. Knowles China Company, East Liverpool, Ohio, and Ches-

## MINING IN SOUTH AND IN VIRGINIA

Developments During the Last  
Decade—Southern Miner  
as He Is Found.

### EXPANSION IN VIRGINIA MINES

BY W. J. LAUCK.  
The mining industry in Virginia has had a remarkable development during the past ten years. The annual value turned out was, in round numbers, \$3,000,000 in 1903, the last census year, as against only \$600,000 in 1902, or an increase of 43 per cent. There are now 150 mining operators in Virginia in charge of 244 mines, employing 17,536 persons. The yearly expenses for labor, supplies and materials is \$8,543,254. These figures include the returns from quarries and all forms of mining enterprise, although, of course, they are mainly representative of the bituminous coal mines.  
In the South Atlantic States, as a whole, the value of the mining output during the last census period increased 48 per cent, or about 5 per cent more than Virginia. The value annually turned out by the mines and quarries of Florida advanced from \$2,500,000 in 1903 to \$3,500,000 in 1909, or 20 per cent. In West Virginia and North Carolina the gain in value of output during the census period was 52 per cent. The annual output of the State of Arkansas and Texas was two-thirds greater in 1909 than 1902. The Louisiana mine and quarry output made a remarkable jump from \$279,327 in 1902 to \$5,500,000 in 1909. Altogether there are 221,000 wage-earners employed in the mines and quarries of the South, who now turn out annually products worth more than \$200,000,000. These figures not only include the returns from quarries and bituminous mines, but also from copper and iron ore operations.  
Native whites and negroes were originally employed in the Virginia mines. When coal mining operations began the supply of these classes of labor, English, Scotch, Irish and Germans were secured from the Pennsylvania.

## DEVELOPMENT IN VIRGINIA SLATE

Several Valuable Belts of Roofing  
Material in Favored Coun-  
ties of State.

### SLATE OF MANY COLORS FOUND

Comparatively New Industry in  
Virginia Bringing Big Money  
to the Commonwealth.  
William M. Hunley, of the University of Virginia, is telling the world through the Chattanooga Tradesman, of the great slate deposits in Virginia, and their development so far as development has gone. His first article is confined to a description of the Esmont-Keswick belt, in Albemarle County, and he goes deep into a geologist's technical account of the deposits and their development, but his introductory to the article is of general industrial news interest concerning one of Virginia's natural sources of wealth. Mr. Hunley says:  
"Slate suitable for roofing and other purposes has been found in many localities in Virginia. It occurs chiefly in the following counties in the State: Albemarle, Amherst, Buckingham, Fauquier and Fluvanna. These may be grouped into three principal slate areas, namely, the Buckingham-Fluvanna, the Esmont-Keswick, of Albemarle County, and the Snowden, in Amherst County. To these might be added the Fauquier-Calpepper area. The last, however, comes far from taking rank economically with the other three. Belts of slate also occur in Spotsylvania, Stafford and Prince William Counties, but they have undergone very little development."  
"All these areas have been studied and mapped by the Virginia Geological Survey, which now has in course of preparation a bulletin which will not only be published and ready for distribution within the first three or four months of the new year. The most important areas commercially, as will be shown in this forthcoming bulletin, is

## TELEPHONE TALK ABOUT RICHMOND

Story of Growth of This  
City as Told by "Hello"  
Prosperity.

## FIGURES OF DECADE WHAT THEY MEAN

Never-Failing Barometer and  
What It Has to Say About  
Greater Richmond's Business  
Strides Within Past Twelve  
Years—Thrilling Texts  
for the Boosters.

BY FRANK S. WOODSON.

It is hardly necessary to tell the average reader of the Industrial Section that Richmond is a growing city, that it is going forward by leaps and bounds, that it is growing in a most substantial way and along all lines, and that it is growing faster and more substantially than any Southern city—faster, indeed, than any city east of the Mississippi River, be it North or South. Observant people can see all of this with the naked eye, but it is a pleasant duty now and then to bring out telling illustrations of these gratifying facts that they may be all the more deeply impressed upon the minds of all Richmond citizens and all Virginia people and all the people of the country, for that matter. Especially is it essential that the Richmond "Booster" shall have accurate figures and illustrations on their tongues and that they may be the better enabled to tell of Richmond's progress at a second's notice.

### Telephone Figures That Talk.

The expansion or backward movement of the telephone business in any community is a kind of barometer showing the commercial and industrial growth and prosperity, or the contrary, of that community. A telephone in hand, to enable one to communicate by word of mouth with others at a distance, is in a sense a luxury, certainly a great convenience, but nine out of ten telephones in use in the land are more or less for business purposes strictly, and so the business hustle and commercial energy of a city or a community may be judged pretty accurately by the growth and expansion of the telephone business within a given period and the number in use at any particular time. It will prove interesting therefore to trace the history of the Richmond Telephone Exchange for the past few years and the rapid growth from the very start.

### Wonderful Growth.

Richmond was one of the first cities in the country to have a telephone exchange, but like exchanges in other parts of the country at the time, it was a cumbersome and bungling affair, with a service that would not now be tolerated in the smallest village in the State. The old coffee-mill-shaped grinding machines were then in use, and they caused no little of profanity and worry. That was away back about 1880, maybe a little sooner. By and by the Law system of switchboards came about, and then the all-metallic circuit and the individual wires, and the service was greatly improved. The telephone gradually became a factor in the transaction of business, and as the service improved from time to time the exchange grew, and on January 1, 1900, there were in use in Richmond 798 telephones. The growth of the exchange for the next ten years was not nearly so rapid as it has been for the last twelve, for on January 1, 1900, there were in Richmond and the immediate suburbs only 1,547 telephones, while on October 1 of this year there were 15,442 phones in connection with the now immense Richmond telephone exchange, and so rapid is the growth of the business of the Southern Bell Telephone and Telegraph Company, now called the Chesapeake and Potomac Telephone Company of Virginia, that to-day there are close on to 16,000 phones in connection with the Richmond exchange, 11,000 of them being in the "Madison" exchange and the balance, nearly 5,000, in the "Monroe" exchange. These 16,000 phones are in Richmond city and the immediate suburbs, and in addition there are connected directly with the exchange 200 rural line phones, known in exchange parlance as "country," in contradistinction to "Madison" and "Monroe."

### How the People Do Talk.

About January 1, 1900, the exchange responded to 19,000 calls per day, meaning that many connections, and thus putting 38,000 people to talking by wire. To-day the connections made in the exchange average 132,000 per day, which means that 264,000 people talk over the wire in and about Richmond every day, while only 28,000 enjoyed that pleasure per day twelve years ago.

In 1900 the exchange operated only one small switchboard on the third floor of the Ebel Building, at Ninth and Main Streets, while now two of the largest makes are in operation in the company's own double building, on Grace Street, between Seventh and Eighth, one of which is located in the older building, and is known to all Virginia as "Madison," and the other, known as "Monroe," is in the new and larger part of the costly structure. The larger switchboard, the "Madison," cost \$220,000, and the "Monroe" stands the company \$125,000. It may be mentioned here that the business is growing so rapidly the company sees that another exchange will soon be necessary, and for that purpose the land has already been bought on Stuart Avenue, between Davis Avenue and Robinson Street, in the West End, and perhaps in a year's time the "costly exchange," which may or may not be called "Jefferson," will be built and equipped.

At the beginning of the year 1912 there were twenty-five operators of "hello" girls doing the honors of the switchboards in the Richmond exchange, and the company had twenty-five employees in the business. To-day 170 "hello" girls are engaged in the exchange on Grace Street.